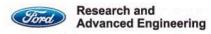
Economic Comparison of LNT Versus Urea SCR for Light Duty Diesel Vehicles in US Market

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2004 DEER Conference Coronado, California Aug 29 – Sept. 2





Overview

- Future diesel systems require NOx catalysts
- Lean NOx trap (LNT) or urea selective catalytic reduction (SCR)
- If both work, what are the relative costs?
- Analysis based on published information
- LNT is much more expensive due to
 - Higher platinum group metal (PGM) use
 - Fuel economy degradation
 - CAFE compliance costs

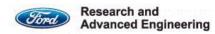
Analysis Assumptions – Both Systems

- Both LNT and SCR systems are capable of meeting Tier 2 Bin 5 emissions in 2010
- U.S. Light duty market passenger car and light truck
- 3. Only considers discrete LNT and SCR, not integrated systems
- 4. 2010 fuel price \$1.50/gallon (\$0.396/L)
- 5. 2010 urea price \$1.50 per US gallon high volume mature cost, no capital recovery considered.
- 6. 120k mile (193k km) vehicle useful life
- 7. Fast warmup strategy is required on the FTP cycle
- 8. NOx sensor used for OBD and control



Analysis Assumptions - LNT

- 1. DOC-LNT-DPF configuration
- 5% fuel economy (FE) penalty from base due to rich operation for deNOx and deSOx, plus temperature support.



Analysis Assumptions - SCR

- 1. DOC-SCR-DPF configuration
- 2. No fuel economy (FE) penalty from base
- 3. Urea is used at 2% of fuel use



FE Effect of Aftertreatment

| | | | | % FE | Cost | | |
|--------------------------------------|-------------|-----------|-------|-------------|---------|------|---|
| Source | Vehicle | Standards | DPF | SCR | DPF+LNT | LNT | Comment |
| Johnson, SAE 2004-01-0070 | 13L HD | US 2007 | 0-0.5 | | | | |
| Johnson, SAE 2004-01-0070 | 13L HD | Euro 4 | | -(3 to 5.5) | | | |
| Johnson, SAE 2004-01-0070 | 2L car | Euro 5 | | | 2-4 | | |
| Johnson, SAE 2004-01-0070 | 4L LD truck | Bin 5 | | | 2-4 | | |
| TIAX EMApdf | Not def. | 2010 | | -6 | | 5 | Assumes non-SCR would use high EGR at 6% FE penalty |
| Smyth, GM p42 | mid size | Bin 5 | 3% | 0 | 5-10 | | Hard to read values off chart, but about: |
| Mital et.al., SAE 2003-01-0041 | | | | | | 7 | |
| Schittler, DC DEER 2003 | | | 3 | -6 | | | |
| EPA draft offroad stds pV-22 | | | 1 | | | 1-2 | |
| Palmqvist et al SAE 2004-01-1294 | car | Euro 5 | | 1 | | | Fuel equivalent of urea |
| Lambert et al SAE 2004-01-1292 fig 4 | Focus | Bin 5 | 3 | 1 | | 5-10 | |

Our Estimate % FE Cost

SCR LNT 0 5



Components Compared

| ltem | LNT | Urea SCR |
|-----------------------|-----|----------|
| DOC | Yes | Yes |
| LNT | Yes | No |
| SCR | No | Yes |
| HC Injection System | Yes | No |
| Urea Injection System | No | Yes |



Precious Metal Cost

- Input data:
 - PGM loading
 - Catalyst volume
 - Precious metal cost
- Estimate cost difference per vehicle
- Extend to fleet PGM cost by volume assumption



PGM Loading

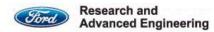
| LNT | | | | | | | | |
|---|----------|--------------|---------|----------|-------|-------------|--------------------|---|
| Source | Pt | | Pd | Rh | | Ва | Washcoat Load | Comment |
| Unit | g/ft3 | wt% | g/ft3 | g/ft3 | % | wt% | g/L | |
| 2004-01-0578 Mizuno | J | | 5 | 3 | | | | DPNR |
| Appl Catal B 45 (2003) 147-159 James | | 0.5 | 0 | | | 99.5 | | Powder |
| Appl Catal B 45 (2003) 147-159 James | | 5 | 0 | | | 10 | | Powder |
| Appl Catal B 31(2001) 27-38 Amberntsson | | | | | | Χ | 160 | JMI sample monolith, undefined PGM |
| Appl Catal B 22 (1999) L241-L248 Engstrom | 62 | | 0 | 30 | | 19 | | Model Monolith |
| Appl Catal B 46 (2003) 429-439 Amberntsson | 50 | 1 | 0 | 0 | 0 | 13 | 122 | Model cats; need Pt+Rh (low of range tested) |
| Appl Catal B 46 (2003) 429-439 Amberntsson | 200 | 4 | 0 | 75 | 1.5 | 13 | 122 | Model cats; need Pt+Rh (high of range tested) |
| 2004-01-0080 Fridell | 100 | 2 | 0 | 50 | 1 | 20 | | Model monoliths |
| 2003-01-1158 Nakatsuji | 100 | 2 | 0 | | | | 300 | Also unspecified storage compounds; 2 layers |
| 2001-01-0510 Geckler | 110 | | 43 | 11 | | | | |
| Average | 104 | 2 | 5 | 33 | 1 | 15 | 157 | |
| min | 50 | 1 | 0 | 0 | 0 | 10 | 75 | |
| max | 200 | 5 | 43 | 75 | 2 | 20 | 300 | |
| SCR | | | | | | | | |
| SOR | | | | Base | | | | |
| | | | | metal | | Base | | |
| Source | PGM | V | W | zeolite | | Metal | Perovskite | |
| 2004-01-1291 Lambert | 0 | 0 | 0 | 0 | | Metai | reiovskite | |
| 2004-01-1291 Earnbert | 0 | O | U | O | | 0 | 0 | Unspecified materials |
| 2003-01-0774 Scarnegie | 0 | 0 | 0 | | | U | | Unspecified loading |
| 2003-01-0774 Scamegic | O | O | U | | | | | Chapecined loading |
| DOC | | | | | | | | |
| Source | Pt | Comment | | | | | | |
| Unit | g/ft3 | | | | | | | |
| 932719 Fredholm et.al. | 2.5-40 | Loading stud | у | | | | | |
| 1999-01-0471 Mogi et.al. | 5.7-57 | Loading stud | y | | Note: | rule of thu | ımb 1% load ~ 50 و | gm/ft3 ~ 1.77 g/L |
| 98015 Uneo et.al. | 14 | Compared P | t to Pd | ! | • | | | · |
| 930130 Wyatt et.al. | 40 | Compared P | t to Pd | | | | | |
| Average | 27 | | | | | | | |
| min | 14 | | | | | | | |
| max | 40 | | | | | | | |
| Шах | | | | | | | | |

| Our estimates | | | | |
|-----------------|----|---------|------|-----|
| LNT Pt Loading | 50 | g/ft3 = | 1.77 | g/L |
| LNT Rh Loading | 10 | g/ft3 = | 0.35 | g/L |
| SCR PGM Loading | 0 | g/ft3 = | 0 | g/L |
| DOC Pt Loading | 20 | g/ft3 = | 0.71 | g/L |



PGM Loading Base Assumption

| Loading, g/L | DOC | LNT | Urea SCR |
|--------------|------|------|----------|
| Pt | 0.71 | 1.77 | 0.00 |
| Pd | 0.00 | 0.00 | 0.00 |
| Rh | 0.00 | 0.35 | 0.00 |



Catalyst Volume (Displacement Ratio)

| Source | DOC | LNT | 4WC | SCR | DPF | Engine (L) | Stds | Notes |
|------------------------|-----|-----|-----|-----|-----|------------|------------|--|
| 2004-01-1291 Lambert | 0.9 | | | 2.0 | | 1.8 | ULEV | |
| 2004-01-1791 McDonald | 1.0 | | 1.4 | | | 2.0 | | Veh A, Toyota DPNR |
| 2004-01-1791 McDonald | | 2.0 | | | 1.3 | 1.9 | | Veh D, Audi A4/FEV |
| 2004-01-1425 Herrmuth | | 1.4 | | | 2.1 | 1.2 | | AVL System 1 |
| 2004-01-1425 Herrmuth | 1.0 | 1.4 | | | 2.1 | 1.2 | | AVL System 2 |
| 2004-01-1425 Herrmuth | 1.0 | | 2.1 | | | 1.2 | | AVL System 3 |
| 2004-01-1290 Hofman | | | | 2.8 | | 12.0 | | SINOx system |
| 2004-01-0153 Geering | | | | 2.0 | | 10.0 | | |
| 2004-01-0155 Blakeman | 0.9 | | | 0.9 | | 10.0 | | SCR size study |
| 2004-01-0155 Blakeman | 0.9 | | | 1.3 | | 10.0 | | |
| 2004-01-0155 Blakeman | 0.9 | | | 1.7 | | 10.0 | | |
| 2004-01-1316 Abe | 0.3 | | | | | 2.2 | Eu-IV | HC-SCR = 1X Honda |
| 2004-01-0585 Webb | 0.7 | | | | 2.6 | 6.6 | Bin 5 | SWRI dual leg (vols include both legs) |
| 2004-01-1289 Blakeman | 1.3 | | | 1.9 | 1.8 | 15.0 | Tier II HD | JMI/Cummins - incl. Durability |
| 2001-01-0510 Geckler | | 1.3 | | | | 1.9 | | FEV deSOx study |
| 2003-01-0774 Scarnagie | | | | 3.9 | 1.9 | 12.0 | | |
| 2003-01-0041 Mital | | 1.8 | | | | 5.9 | | Size study; larger did not help |
| 2003-01-0041 Mital | | 1.8 | | | 1.5 | 1.7 | | also 0.7 SOx trap |
| Average | 0.9 | 1.6 | 1.7 | 2.0 | 1.9 | 5.9 | | |
| Min | 0.3 | 1.3 | 1.4 | 0.9 | 1.3 | 1.2 | | |
| Max | 1.3 | 2.0 | 2.1 | 3.9 | 2.6 | 15.0 | | |

| Our estimates | DOC | LNT | SCR |
|-------------------|-----|-----|-----|
| Normalized Volume | 0.5 | 1.5 | 1 |



Volume Base Assumption

| DOC | LNT | Urea SCR |
|-----|-----|----------|
| 0.5 | 1.5 | 1 |

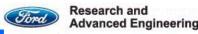


PGM Cost

| Metal | Price, U.S. \$ per gram | | | | | |
|-------|-------------------------|--|--|--|--|--|
| Pt | 27.1 | | | | | |
| Rh | 26.4 | | | | | |

Data from Johnson Matthey's web site http://www.platinum.matthey.com/

The price used was obtained by averaging the monthly average prices from January 2004 through August 2004



PGM Cost Difference per Vehicle

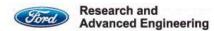
| | 2.0 | L Vehicle | 6.5L Vehicle | | |
|------------|------------------------------|------------|--------------|------------------------|--|
| Catalyst | LNT System Urea SCR System L | | LNT System | Urea SCR System | |
| DOC | \$19 | \$19 | \$62 | \$62 | |
| LNT | \$172 | \$0 | \$558 | \$0 | |
| SCR | <u>\$0</u> | <u>\$0</u> | <u>\$0</u> | <u>\$0</u> | |
| Total | \$191 | \$19 | \$621 | \$62 | |
| Difference | \$172 | | \$558 | | |

- Costs shown are PGM cost only
- Washcoat cost, canning, cones etc. not included
- Cross check:
 - ■5.4 grams per vehicle in 2003 or ~\$95
 - ■Smyth paper: 3-6 times PGM on LNTs, \$300-600 per average car



Sales Volume Assumption

| Source | Reference | Diesel Person | | ight comml veh | Total light vehicle | | |
|------------------|--------------------------------------|---------------|----------|-------------------|---------------------|---------|---------|
| | | Sales % | units | Sales % | units | Sales % | units |
| JD Power | (18) | 5.8 | 1877700 | 54.6 | 975000 | 14.7 | 3020000 |
| Smyth | (9) | | | 17 | | | |
| NREL/TIAX | (14) | | | | | | |
| | Pass car | 0.9 | 6200 | | Personal | 26 | 182200 |
| (References EPA | LD truck | 25.2 | 176000 | | | | |
| MOBILE 6 EPA420- | MD truck | 14.2 | 99000 | | LCV | 25 | 178000 |
| R-01-047) | LHD | 11.3 | 79000 | | | | |
| | HHD | 48.4 | 338000 | | | | |
| | Total | 100.0 | 698200 | | | | |
| | | | | | total light | | 360200 |
| Ward's Auto.Com | (8) | | | | | | |
| | 2003 light truck diesel engine sales | | 315,767 | | | | |
| | | | | 1 | | | |
| Our estimate | Assume JD Power penetration | | 5.8 | % of vehi | cles | | |
| | Assume constant industry volume | | 16600000 | | | | |
| | Diesel sales | | 962800 | | | | |
| | Round to | | 1 | million ur | nits in 2010 | | |



Fleet PGM Cost

| Vehicle | Volume (000) | Unit Cost Difference | Fleet Cost Difference |
|-------------|---------------------|-----------------------------|-----------------------|
| Car | 200 | \$172 | \$34,364,254 |
| <8500 Truck | 200 | \$558 | \$111,683,825 |
| >8500 Truck | <u>600</u> | \$558 | \$335,051,474 |
| Total | 1000 | | \$481,099,553 |

- Single year production cost (given assumptions)
- ■Will recur each year or increase with volume



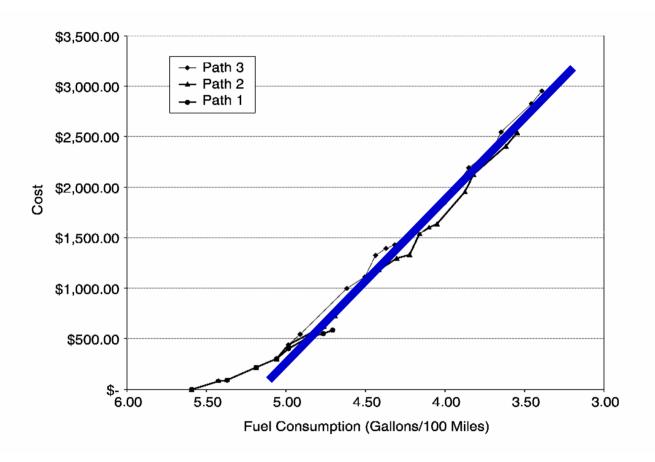
CAFE Cost

Assumptions:

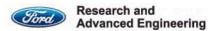
- 5% FE loss with LNT
- Volumes as above
- The manufacturer needs to hold CAFE
 - Thus, must take actions on other vehicles to increase FE
 - These actions cost the manufacturer



Cost to Improve Fleet FE



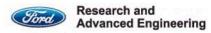
Transportation Research Board of the National Research Council. National Academy Press, ISBN 0-309-07601-3, **2002.** Also available at http://books.nap.edu/books/0309076013/html/index.html



Fleet CAFE Cost

| Row | Item | Units | Compact Car | <8500 Truck |
|-----|------------------|-------------------|---------------------|---------------------|
| 1 | Slope | \$ per gal/100 mi | \$1,709 | \$1,667 |
| 2 | (Reference) | \$ per L/100 km | \$724 | \$706 |
| 3 | Base FE | L/100 km | 8.1 | 10.5 |
| 4 | (Reference) | mpg | 28.9 | 22.4 |
| 5 | 5% of Base FE | L/100 km | 0.41 | 0.53 |
| 6 | Cost per Vehicle | \$ | \$295 | \$371 |
| 7 | 2010 Volume | (000) units | 200 | 200 |
| 8 | CAFE effect | \$ | <u>\$58,960,500</u> | <u>\$74,181,500</u> |
| 9 | Fleet Estimate | \$ | \$13 | 33,142,000 |

- Single year production cost (given assumptions)
- ■Will recur each year or increase with volume
- Might be less if the manufacturer is not CAFE constrained



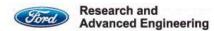
Cost of Ownership

- LNT vehicles will use more fuel than SCR
- SCR vehicles will use urea
- Calculate cost difference over vehicle life based on
 - Base vehicle fuel consumption
 - Fuel and urea costs
 - Per vehicle, then for fleet



Vehicle Operating Cost

| Vehicle Fuel Consumption | SCR Urea and Fuel | LNT Fuel | Difference |
|--------------------------|-------------------|----------|-----------------|
| L/100 km | \$ | \$ | \$/Vehicle Life |
| 5.88 | 4572 | 4706 | 134 |
| 9.41 | 7315 | 7530 | 215 |



Fleet Lifetime Cost

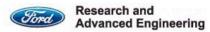
| Vehicle | Volume | Fuel Cost Difference | Fuel Cost Difference |
|--------------|-------------|----------------------|----------------------|
| | (000) units | \$/Vehicle Life | \$ for Fleet |
| Car | 200 | 134 | 26,893,944 |
| <u>Truck</u> | <u>800</u> | 215 | <u>172,121,242</u> |
| Total | 1,000 | | 199,015,186 |

- Assumes \$1.50/gal fuel and urea cost
- Cost spread over 120k mile lifetime of vehicles
- ■Paid by customers at fuel/urea fill
- Repeats with each future model year



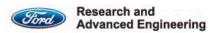
Urea Dosing System

- Consists of
 - y Storage tank
 - y Co-fueling refill system onboard components
 - y Pump and metering system
 - y Required sensors such as tank level
 - y Heaters to prevent freezing
 - y Controls integrated in powertrain control module
- No published cost estimates available
- We estimate \$250 or less in high volume production



HC Dosing System

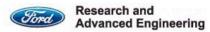
- Injects fuel into exhaust system
 - y Enrichment in selected modes
 - y Engine-only enrichment causes excessive oil dilution
- Consists of
 - y Pressure regulator off existing fuel system
 - y Metering nozzle
 - y Controls integrated into powertrain control module
- No published cost estimates available
- We estimate \$100 or less in high volume production



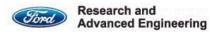
Vehicle Costs Summary

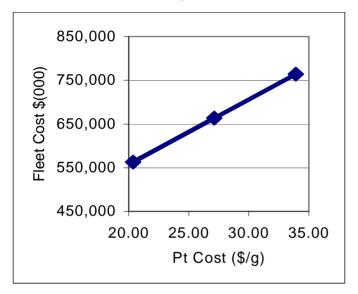
| Cost Item | Fleet Cost Difference | |
|--------------------------------------|-----------------------|--|
| | \$(000) | |
| Fuel/Urea Lifetime Usage | 199,015 | |
| PGM Usage | 481,100 | |
| CAFE Compliance | 133,142 | |
| Urea Dosing System (SCR Only) | -250,000 | |
| HC Injection System (LNT Only) | 100,000 | |
| Total | 663,257 | |

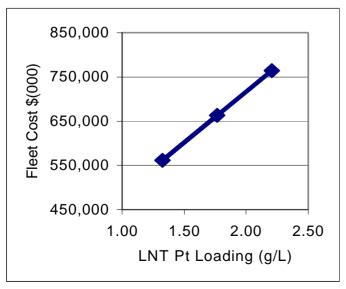
[■]Cost to the country (industry and consumers) more \$0.6 billion *per year* for LNT over SCR

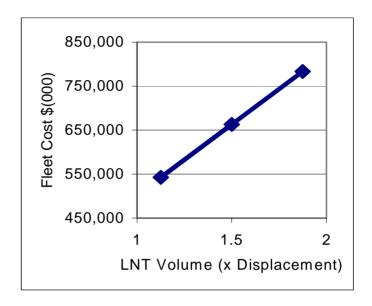


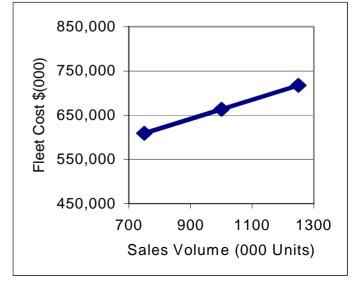
- Many assumptions were made in this analysis
- Is the answer robust to those assumptions?
- Varied each assumption +/- 25%

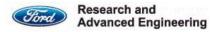


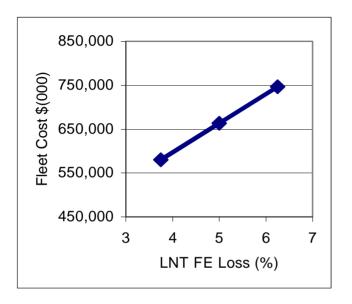


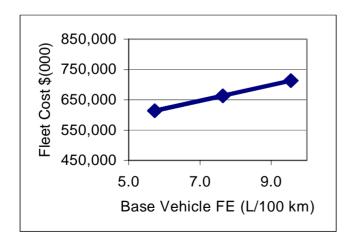


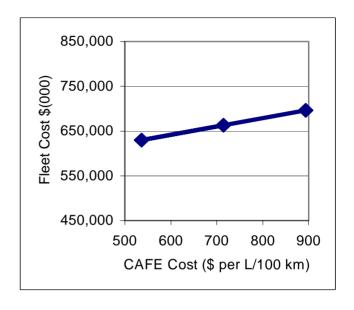


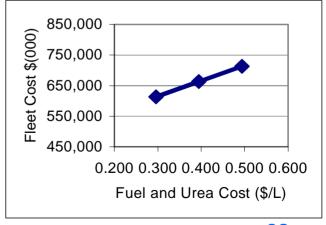




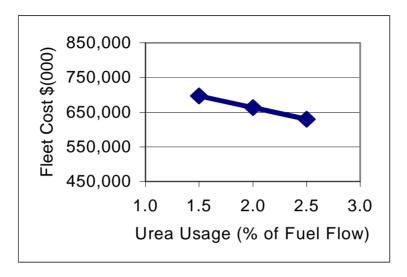


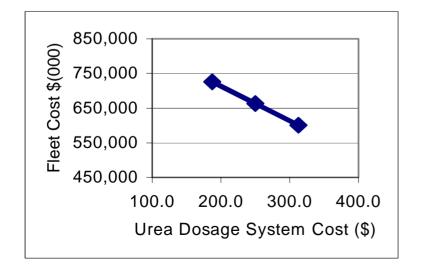


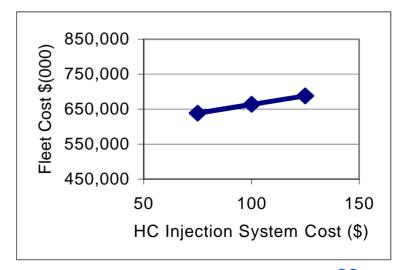


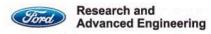












Urea Infrastructure Cost

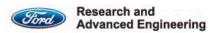
- Assume co-fueling
- Initially, investment cost outweighs urea cost
- More analysis in accompanying paper
- Here, two methods used to estimate investment cost
 - y One based on TIAX study data
 - y One based on our own estimate



TIAX Study

- Study of urea infrastructure for Class 7 and 8 trucks
- Most diesel fuel sold by small number of stations
- Larger number of stations that sell smaller quantities
- Study assumes stand alone urea dispensers, not cofueling
- \$25K to \$200K per station
 - y Depends on size of station, number of pumps
 - y Various distribution and dispensing methods
- Use their capital cost to estimate total cost

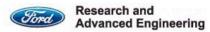
TIAX LLC, "SCR-Urea Infrastructure Implementation Study Final Report", TIAX reference number D5197, July 30, 2003.



Estimate from TIAX Data

| No. Stations | Fraction Sales | \$(000) per station | Cost \$(000) |
|---------------|----------------|---------------------|----------------|
| 2,200 | 77 | 200 | 440,000 |
| 3,500 | 20 | 100 | 350,000 |
| <u>25,000</u> | 3 | 25 | <u>625,000</u> |
| Total | | | 1,415,000 |

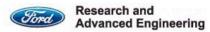
- About \$1.4 billion to cover stations selling 85% of diesel fuel
- ■Remember, data is for Class 7 & 8 trucks!



Authors' Estimate

Input data:

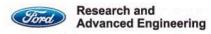
- y Number of fuel stations
- y Fraction of stations selling diesel
- y Assume \$25K per pump to convert an existing diesel dispenser to a co-fueling pump
 - 8 Modified dispenser, hoses, nozzle
 - 8 Urea tank
 - 8 Heaters to prevent freezing
 - 8 Possible electrical power upgrade, etc.
- y Average two pumps per station
 - 8 TIAX stated that larger stations have 5, smaller stations one pump



Authors' Estimate

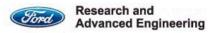
| ltem | Value | Source |
|-------------------------|-----------------|--|
| No. Stations | 195,455 | NPN Market Facts: 120, July 15, 2000 |
| Fraction selling diesel | 13.7% | NPN Market Facts: 91(8) 121, July 15, 1999 |
| Diesel Stations | 26,777 | |
| Average No. Pumps | 2 | TIAX: 5 truck stops, 1 small |
| Cost per pump (assumed) | \$25,000 | Author's estimate of capital cost |
| Total capital cost | \$1,338,866,750 | |

- ■About \$1.3 billion to cover stations selling diesel fuel
- Based on loose estimates!



Discussion

- Estimates of LNT cost over SCR were made
 - y Based on published information
 - y Effect of added costs on sales volume not included
 - y Over \$0.6 billion higher cost for LNT
- Estimates of urea infrastructure cost
 - y Range \$1-2 billion
 - y More data in another paper (Hammerle et.al.) in this conference
- Although co-fueling infrastructure cost is large, it would repay in a few years, with large net savings after that
- Less capital intensive urea infrastructures pay back faster



Conclusions

- Urea SCR systems are expected to be significantly lower cost than LNT systems
 y Over \$600 million
- Urea infrastructure and means to assure an onboard urea supply are required